

MARCH 26-28, 2018  
SEATTLE, USA



**AEROSPACE**  
& DEFENSE SUPPLIER SUMMIT  
SEATTLE



[www.seattle.bciaerospace.com](http://www.seattle.bciaerospace.com)

ORGANIZED BY:



IN PARTNERSHIP WITH:





## Washington State USA

It is my pleasure to welcome the international aerospace industry back to Washington State. A century of innovation in aviation and space has built one of the world's premier aerospace industry

centers here. We are proud to have over 132,500 highly-skilled workers in 1,350 aerospace-related firms throughout the state producing some of

the most well-known and high-respected products and services in the world. I am honored to join Boeing, BCI Aerospace and all of our aerospace suppliers in hosting this outstanding event in the United States once again. We look forward to seeing you in Seattle in March 2018.



**Jay Inslee**  
Governor of Washington State

## What is Aerospace and Defense Supplier Summit Seattle 2018?

The only one of its kind in the United States, the Aerospace and Defense Supplier Summit on March 26 and 28 in Seattle is an opportunity for leaders in the aerospace industry to meet with potential industry partners. The industry is facing significant growth in the coming years, and we need to be prepared to meet the demand. The A&DSS Seattle enables companies throughout the global supply chain to come together, make connections, and identify new business partners.

## Boeing's role in Aerospace and Defense Supplier Summit Seattle 2018?

We are in a period of unprecedented opportunity in the aerospace market. This is being driven by increased air travel, new technologies, the need to replace existing fleets and demand for more efficient and environmentally sensitive aircraft. At Boeing we rely on more than 13,700 suppliers to build our market leading products and services. We want to work with the best suppliers around the world and count on our supply chain to provide us a sustainable competitive advantage. The 2018 Aerospace and Defense Supplier Summit in Seattle is an excellent opportunity for suppliers to showcase their capabilities to Boeing and our tier one suppliers. Representatives from across our commercial, defense, engineering and shared services organizations will be in attendance. Please plan to join us and learn how you can become part of our supply chain. .

**Kent Fisher,**  
Vice President/General Manager  
BCA Supplier Management







## Event format & Program

### Who can attend?

#### You want to meet suppliers and manufacturing partners!

You are involved in:

- Supply chain,
- procurement,
- purchasing,
- engineering,
- fabrication,
- R&D,
- etc.

#### You want to sell your capabilities, products or services!

You are involved in:

- Sales,
- marketing,
- business development,
- technical promotion,
- etc.

### 2016 IN KEY FIGURES

**850** Companies

**40** Countries

**11,000** Arranged meetings

**1500** Delegates

### WASHINGTON STATE STATISTICS

**1,200+** Aerospace companies

**1,200** Commercial aircraft and UAVs a year

**30%** of the total U.S. export

### March 26, 2018

Aerospace & Defense Supplier Summit 2018 will commence with a full day of interactive presentations from leading voices in the industry on March 26.

Sponsored by the Boeing Company, the program will feature supply chain leaders from:

- Boeing Defense Systems
- Boeing Commercial Airplanes
- Boeing SSG –shared business services
- Boeing Tier One supply chain partners

Each leader will address the following key topics:

- Trends, challenges and opportunities in market segments
- Expectations from suppliers
- Manufacturing automation
- Information integration

### March 26-28, 2018

#### > One-to-One Meetings

The program will offer all participants the opportunity to sign up, identify and request meetings with relevant contacts prior to the show. Schedules of meetings, based on those choices, will be pre-arranged. The one-to-one meetings will be held at the venue.

#### > Workshops

These presentations focus on either technologies or products. This is a chance for a limited number of suppliers to reach an audience of professionals willing to increase and optimize their market knowledge. These activities will be held in parallel to the meetings.

## A&DSS Seattle 2016 figures

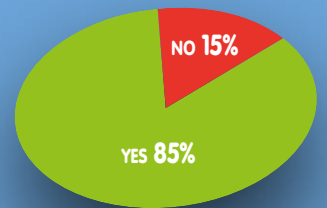
### Company origin

US  
42%

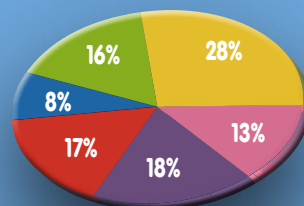


Non US  
58%

### Quality of the attendees: did you meet companies that you selected?



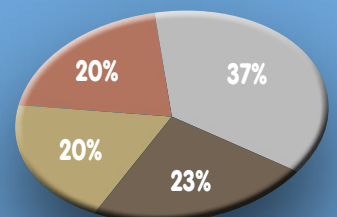
### Participants' expectations?



- Meet new Customers
- Meet new Suppliers
- Meet new Partners
- Promote your skills

- Identify new technologies and processes
- Better you knowledge of the North American aerospace market

### Represented capabilities, services and applications?



- Manufacturing
- Engineering
- Processes

- Technologies, Equipment, Systems



## AEROSPACE & DEFENSE SUPPLIER SUMMIT SEATTLE

### BCI AEROSPACE

BCI Aerospace is abe - advanced business events - specialized division for aeronautics & defense business-to-business events. It was established in 1996 and has become the world leader in this sector. BCI Aerospace pre-arranges meetings for supply chain, procurement, engineering fabrication teams and contract manufacturers prior to the event. This is an outstanding tool to save time, meet the right people and discuss requirements and capabilities in just 2 days.

**Bringing the right contacts to you!**

Contact us

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With contribution from:

